

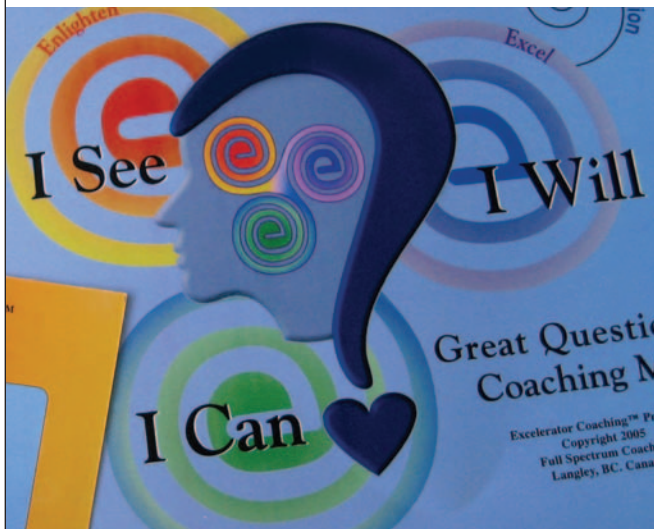
By Marcy Nelson-Garrison, MA, CPCC

Great Question![™] Practicing the Art of Exceleator Coaching[™]

Great Question![™] is an engaging action learning game designed to introduce and teach coaching skills to a corporate audience. It was developed by business coach Carollyne Conlinn, who is founder of the Exceleator Coaching[™] Program and faculty in the executive coaching program at Royal Roads University.

Play begins with a designated coachee who chooses a situation card. Situation cards reflect five categories of issues that impact the workplace: wellness, family, change, team and business. The other participants in the group are dealt a hand of question cards reflecting different types of questions. Each subsequent round is played with less reliance on the 'prompts' and debriefing in between. The facilitator's manual spells it all out.

Whether you are a training manager introducing coaching to a leadership program or using it as part of a presentation, *Great Question!*[™] gives you an accessible, non-threatening way to teach coaching skills. Carollyne tells me it works great in sales presentations too — rather than 'tell' someone about coaching, you can show them. *Great Question!*[™] offers affiliate and licensing opportunities. www.greatquestiongame.com



The Practice Building Workshop

Cheryl Richardson has experienced the kind of success that many coaches aspire to. She has great name recognition and, among other things, has been on Oprah. Success leaves clues and this successful coach has wrapped them up in a great package for us. Her live *Practice Building Workshop* is now available on CD.

Cheryl says that practice building is not about learning the latest greatest marketing technique, niche or elevator speech. It is a holistic journey that dives into who you are, the vision you have for your life and business and why you were called to coaching in the first place.

Her live workshops have helped many coaches create thriving referral-generated coaching practices filled with clients who inspire their best coaching. She says a deep commitment to the work is necessary for it to happen.

The *Practice Building Workshop* covers three areas in depth: Personal Development, Business Development and Practice Development. The package consists of six CDs that are edited versions of the live workshop, a 22-page handout, plus two bonus CDs recorded from an intimate gathering where she talks candidly about the writing process, getting published and effectively dealing with the media. If you are craving the depth and wisdom of a master along with practical how-to's, this program is for you. www.cherylrichardson.com



Some of the products reviewed can also be found at www.coachingtoys.com

Marcy Nelson-Garrison, MA, CPCC, is a coach and the president of Coaching Toys Inc.